

Message Text

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46

ACTION COME-00

INFO OCT-01 AF-10 ADP-00 EB-11 CAB-09 XMB-07 TRSE-00

CIAE-00 DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 SS-15

NSC-10 PM-07 MC-02 AID-20 L-03 IGA-02 RSR-01 /109 W

----- 076319

R 130730Z JUL 73

FM AMEMBASSY DAR ES SALAAM

TO SECSTATE WASHDC 3554

INFO AMCONSUL CASABLANCA

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

AMEMBASSY NAIROBI

AMCONSUL ZANZIBAR

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E.O. 11652: N/A

TAGS: BEXT, TZ

SUBJECT: ZANZIBAR'S AWAKENING INTEREST IN CIVIL AVIATION
HOLDS COMMERCIAL POSSIBILITIES

REF: (A) DAR ES SALAAM 353 & 683; (B) LUCIUS WASHINGTON
CONSULTATIONS WITH MANLEY (BIC/OIM) & MEYERS (TRANS
DIV./BCA & BP)

1. SUMMARY: GROWING ZANZIBAR INTEREST IN CIVIL AVIATION COMES
AT TIME WHEN US TRADE MISSION SCHEDULED TO PAY NOVEMBER VISIT
TO ZAIRE. BELIEVE IT COULD BE FRUITFUL FOR TRADE MISSION OR
INDIVIDUAL MEMBERS TO TRAVEL TO ZANZIBAR AND INVESTIGATE MARKET
POTENTIAL AT MODEST ADDITIONAL EXPENSE. END SUMMARY.

2. SINCE FEBRUARY WE HAVE WATCHED CLOSELY ZANZIBAR GOVERNMENT'S
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GROWING INTEREST IN AND COMMITMENT TO IMPLEMENTATION OF

MODEST-SIZE CIVIL AVIATION PROGRAM. KERNEL OF PROGRAM IS ITS DESIRE TO PURCHASE THREE PERHAPS FOUR SHORT-RANGE AIRCRAFT (SEE REF A). IMMEDIATE PLANS TO PURCHASE AIRCRAFT, HOWEVER, HELD IN ABEYANCE FOLLOWING DECISION TO MAKE IT ONE PHASE OF MAJOR EFFORT TO IMPROVE ZANZIBAR'S CIVIL AVIATION CAPABILITY. WE NOTE HERE THAT IT HAS RECENTLY LAUNCHED PROGRAM TO LENGTHEN AND IMPROVE RUNWAYS ON ISLANDS OF ZANZIBAR AND PEMBA TO TAKE COMMERCIAL JETS. AT SAME TIME, PLANS CALL FOR UPGRADING OF RELATED AVIATION ESTABLISHMENT, INCLUDING INSTALLATION OF IMPROVED NAVIGATIONAL AIDS, AND ARRANGING FOR TRAINING PACKAGE WHICH WILL PROVIDE PILOTS AND GROUND CREWS.

3. DECISION ON PURCHASES AIRCRAFT WILL FALL IN PLACE, WE BELIEVE, WHEN TRAINING OF OPERATION PERSONNEL NEARS COMPLETION. WE REGARD THIS TRAINING AS USEFUL KEY TO SELLING US AIRCRAFT TO ZANZIBAR. HOWEVER, AMCONSUL ZANZIBAR CAUTIONS THAT ZANZIBARIS ARE BASICALLY UNWILLING TO ACCEPT TRAINING FROM AIRCRAFT SUPPLIER ON GROUNDS THIS MIGHT INFLUENCE THEIR DECISION. AMCONSUL ALSO NOTES THAT NEGOTIATIONS REGARDING TRAINING ALREADY IN PROGRESS WITH AT LEAST ONE NAIROBI FIRM. ANY . FRESH PROPOSAL WILL NEED TO BE MADE QUICKLY AND BE PRICE/QUALITY COMPETITIVE.

4. CONVERSATIONS PER REF B DISCLOSED USDOC PLANNING NOVEMBER TRADE MISSION TO ZAIRE. WITHOUT PROVIDING ASSURANCES THAT TRADE MISSION WOULD BE RECEIVED ON ZANZIBAR, WOULD DEPARTMENT CONSIDER INCLUDING ZANZIBAR IN ITS ITINERARY AFTER COMPLETION OF ZAIRE PROGRAM? IF SO, WE SUGGEST ONE OR TWO-DAY VISIT TO ISLAND TO INVESTIGATE MARKET AND MAKE PRESENTATION TO APPROPRIATE GOVERNMENT OFFICIALS. HOWEVER, BEFORE PLANS FOR VISIT OF MISSION BECOME TOO FAR ADVANCED, WE RECOMMEND THAT WE RECEIVE, ASAP, LIST OF THOSE COMPANIES (SHOWING THEIR PRODUCT LINES) PARTICIPATING IN TRADE MISSION AS IT MIGHT NOT BE WORTHWHILE FOR ALL MEMBERS OF MISSION TO ZAIRE TO MAKE ZANZIBAR SIDE TRIP. SHOULD TRADE MISSION MEMBERS BE QUERIED REGARDING THEIR INTEREST IN MAKING ZANZIBAR TRIP, MENTION MIGHT BE MADE OF ZANZIBAR GOVERNMENT TRADITION OF PAYING CASH TO OVERSEAS SUPPLIERS.

5. COMMENT: ALTHOUGH ZANZIBAR CIVIL AVIATION PROGRAM WILL BE LIMITED OFFICIAL USE

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MODEST BY ANY INTERNATIONAL STANDARD OF MEASUREMENT, WE DO FEEL IT COULD SERVE AS PATH FOR US COMPANIES TO ENTER GROWING EAST AFRICAN MARKET FOR AVIATION EQUIPMENT. TRADE MISSION, ALREADY SCHEDULED FOR AFRICA, APPEARS TO US TO BE PERFECT VEHICLE (IF COMPOSITION SUITABLE) TO MAKE IMPACT ON MARKET. FURTHERMORE, IN MAKING THIS RECOMMENDATION REGARDING ZANZIBAR, WE DO NOT FORECLOSE POSSIBILITY THAT DAY STOPEVER IN DAR ES SALAAM COULD PRODUCE TRADE LEADS IN APPROPRIATE TANGOV

MINISTRIES. HOWEVER, INITIAL INVESTIGATIONS SHOW THAT MARKET
HERE MUCH THINNER THAN ON ZANZIBAR, ALTHOUGH WE HAVE DETECTED
LONG-RANGE INTEREST IN IMPROVING DOMESTIC AVIATION FACILITIES
THAT IS QUITE SEPARATE FROM EAST AFRICAN COMMUNITY PROGRAM.
CARTER

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